

Hospitality Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER
MISSOURI DEPARTMENT OF HIGHER EDUCATION
& WORKFORCE DEVELOPMENT
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What are Career Pathways?

Career Pathways are groups of occupations within a career field. Occupations within a pathway share common skills, knowledge, and interests. The pathways use industry-recognized credentials and are examples of how different levels of training or education can help provide opportunities for career advancement.

Missouri Numbers:



16,661 Employers



311,244 Workers



\$29,048 Average Wage

Why Have a Career in Hospitality?

Hospitality represents 12.5 percent of total private sector employment, employing over 311,000 workers in more than 16,500 business establishments in 2024. Hospitality employment grew an average of 0.2 percent per year from 2019 to 2024. Hospitality industry wages averaged \$29,048 in 2024, lower than the state average of \$64,754 for private industries due to the large number of entry-level jobs in this industry. Some occupations within Hospitality have higher pay and can be entered into with on-the-job experience. For example, the average wage for a *Food Service Manager* is \$67,150 and the average wage for *Lodging Managers* is \$67,250.

There are various careers in the Hospitality fields of Administrative & Support Services, Sales & Marketing, Food Service, and Entertainment.

Know the Basics

The Hospitality industry depends on the ability to deliver products and services to customers in a timely and courteous manner, so dependability, adaptability, and flexibility are necessary. Durable, or soft, skills, such as interpersonal skills, professionalism, and dependability, are especially important in customer service occupations found in the Hospitality industry. The ability to communicate with customers and co-workers is crucial for success in this industry.

Skills needed for Success:

Hospitality careers have industry-wide technical competencies that represent the knowledge and skills necessary to be successful in this industry. Quality assurance, cost control, marketing, and sales, as well as knowledge of operations and procedures are some of the skills that are necessary for success.

Who's Hiring in Missouri?

Domino's
Taco Bell
Hilton Hotels & Resorts
Marriott International
Sodexo



Administration & Support Services

Sales & Marketing

Now

Short-Term On-the-Job Training

Hotel, Motel, and Resort Desk Clerks
Entry: \$29,210 Average: \$32,620

Janitors and Cleaners
Entry: \$29,590 Average: \$35,500

Landscaping and Groundskeeping Workers
Entry: \$35,210 Average: \$39,650

Certificates: Landscape Architect; Business Administration Certificates

Customer Service Representatives
Entry: \$35,530 Average: \$45,000

Cashiers
Entry: \$27,820 Average: \$31,030

Retail Salespersons
Entry: \$28,480 Average: \$35,440

Certificates: Retail Industry Fundamentals; Business Administration Certificates

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

Bookkeeping, Accounting, & Auditing Clerks
Entry: \$39,130 Average: \$51,050

Lodging Managers
Entry: \$41,730 Average: \$67,250

First-Line Supervisors of Housekeeping & Janitorial Workers
Entry: \$36,220 Average: \$45,550

Degrees: Accounting Technology/Technician; Hospitality Administration/Management
Certificates: QuickBooks; Bookkeeper; Certified Accounts Payable Professional

First-Line Supervisor of Retail Sales Workers
Entry: \$35,850 Average: \$48,720

Advertising Sales Agents
Entry: \$46,420 Average: \$69,460

First-Line Supervisors of Non-Retail Sales Workers
Entry: \$59,310 Average: \$97,620

Degrees: Selling Skills and Sales Operations; Consumer Merchandising/Retailing Management
Certificates: Certified Hospitality Sales Professional; Certified Professional Salesperson

Later

Bachelor's Degree or Advanced Degree

Accountants and Auditors
Entry: \$56,640 Average: \$80,160

Administrative Services Managers
Entry: \$69,940 Average: \$109,150

Human Resources Specialists
Entry: \$49,050 Average: \$70,430

Degrees: Accounting; Finance; Business Administration & Management; Human Resources Management

Market Research Analysts & Marketing Specialists
Entry: \$48,710 Average: \$73,810

Sales Managers
Entry: \$71,230 Average: \$122,340

Public Relations Specialists
Entry: \$49,040 Average: \$69,400

Degrees: Marketing; Business Administration and Management; Business/Commerce; Public Relations

Sources:

Lightcast™

Employment and Training Administration, Competency Model Clearinghouse
2024 Occupational Employment and Wage Statistics, U.S. Bureau of Labor Statistics
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics
Top employers data is based on 2025 online job ads



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Food Service

Entertainment

Now

Short-Term On-the-Job Training

Cooks, Fast Food

Entry: \$27,940 Average: \$30,070

Waiters & Waitresses

Entry: \$25,580 Average: \$32,790

Bartenders

Entry: \$25,580 Average: \$32,320

Certificates: ServSafe Alcohol; ServSafe Food Handler; Certified Restaurant Server

Amusement & Recreation Attendants

Entry: \$26,670 Average: \$30,410

Ushers, Lobby Attendants, & Ticket Takers

Entry: \$26,890 Average: \$31,280

Gaming Dealers

Entry: \$25,580 Average: \$38,180

Certificates: Gaming Dealer License; Certified Special Events Professional

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

Cooks, Restaurant

Entry: \$29,020 Average: \$35,730

Bakers

Entry: \$29,440 Average: \$34,820

Food Service Managers

Entry: \$56,840 Average: \$67,150

Degrees: Restaurant; Culinary; and Catering Management/Manager

Certificates: Certified Pastry Culinarian (CPC); Certified Baker; ServSafe Food Protection Manager Certification

Audio and Video Equipment Technicians

Entry: \$45,430 Average: \$60,360

Umpires, Referees, & other Sports Officials

Entry: \$30,060 Average: \$40,420

Photographers

Entry: \$31,000 Average: \$48,380

Degrees: Drama and Dramatics/Theatre Arts; Photography

Certificates: Digital Arts; Timekeeper; Marital Arts Judge; Boxing Referee; Certified Video Engineer

Later

Bachelor's Degree or Advanced Degree

General & Operations Managers

Entry: \$51,050 Average: \$101,060

Degrees: Business Administration & Management

Coaches & Scouts

Entry: \$32,840 Average: \$52,630

Museum Technicians & Conservators

Entry: \$37,210 Average: \$48,380

Film and Video Editors

Entry: \$41,780 Average: \$55,940

Degrees: Graphic Design; Art History; Sport and Fitness Administration/Management; Physical Education Teaching and Coaching

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